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Perry Dependable Trees and Plants For the World Out of Doors

PERRY NURSERY COMPANY

Incorporated 1895

PETER F. WILLEMS, President

Sales Agencies in 28 States

HOME OFFICE

Rochester, N. Y.

"The Flower City"

We Are Growers!

The following figures show our approximate yearly plantings:

70,000	Ornamental and Shade Trees
65,000	Evergreens
3,000,000	Hedge Plants
100,000	Grapes
400,000	Currants and Berries
115,000	Asparagus
20,000	Rhubarb
500,000	Shrubs, Bulbs and Perennials
300,000	Roses
100,000	Apples and Crabs
50,000	Pears
100,000	Cherries
50,000	Plums
200,000	Peaches, Apricots and Nectarines
17,000	Quinces

Certificate of Inspection of Nursery Stock

WE hold certificate of inspection, No. 178, of the State of New York, Department of Farms and Markets, that our stock was duly examined in compliance with the provisions of Article 14 of the Farms and Markets Law, and found to be apparently free from any contagious or infectious disease or diseases or the San Jose scale or other dangerously injurious insect pest or pests.

OUR STOCK IS EXAMINED BY STATE INSPECTORS EVERY SUMMER AS REQUIRED BY LAW

THE NATIONAL BANK OF ROCHESTER, Rochester, N. Y.

To whom it may concern:

The Perry Nursery Company is a customer of this bank and is well established and the Officers are of high standing.

Their transactions have been straightforward and we believe that full confidence can be placed in their reliability. We believe that any contracts for nursrey stock placed with them will be fulfilled in an entirely satisfactory manner.

Very truly yours,

W. T .McCAFFREY, President.

UNION TRUST COMPANY, Rochester, N. Y.

To whom it may concern:

The Perry Nursery Company, Rochester, New York, was incorporated in 1895. We believe the character of its officers and principals to be above reproach, responsible for any contract they may negotiate, and that full confidence can be placed in their reliability. We commend them to anyone contemplating the sale or purchase of trees and shrubbery.

Yours very truly,

F. W. ZOLLER, President.

CARNEGIE INSTITUTE OF WASHINGTON, Washington, D. C.

Office of the President.

Dear Sirs:

The shipment of fruit trees you sent me recently arrived promptly and in excellent condition. Permit me to state that the quality and condition of these fruit trees appear to me to be of superior grade. I have only words of commendation to offer for them and for the manner in which they were packed for shipment.

Thanking you for prompt and effective attention to this order, I am,

Very truly yours, R. S. WOODWARD.

My services have been solicited by other concerns, but I am well convinced, after 26 years with your Company and from my visits to your place that you are doing the business, and that I am working for the right firm. I have always found you honest and O. K. in every way, and best of all my pay is sure.

GEO. W. TILLISON, Vt.

ADDITIONAL REFERENCE

Dun and Bradstreet Commercial Agencies, over forty years of uninterrupted success in this business, and an army of satisfied salesmen, saleswomen and customers throughout the New England, Middle Atlantic and Middle West States.

What Others Say About Our Stock and Our Dealings

Not wishing to have the names of our representatives and customers used by business competitors who may happen to see these testimonials, we omit P. O. addresses. We shall be pleased to furnish you with the addresses of any of these writers, as well as others from your own state, should you wish to communicate directly with them.

"Our competitors tell the gardners that we cannot ship stock from New York and have it live. But on the contrary, I can show them better stock growing in rows adjoining theirs."
O. A. AUSTIN, California.

"They were pleased in Arvada with the stock you sent last Spring and it is growing fine. Of course that is as great a pleasure to me as to the owner."
MISS THERESA GOETTE, Colorado.

"I can point to some fine specimens of trees and plants that I was the means of selling for your nursery about ten years ago, and they are located about this town."
F. J. SHELDON, Connecticut.

"I received the box of trees O. K. and found them as represented." (Amount of order $52.50.)
S. P. WARRINGTON, Delaware.

"The stock I received from you is O. K. I am very much pleased with it and I have today given your agent another order for grapes."
P. De FIORE, Georgia.

"I packed 40 cars of apples here last Fall and Winter and a lot of them was from the small trees I sold for you five or six years ago, in fact, the best apples I packed."
H. P. BRAMBLETTE, Idaho.

"Your stock is all delivered and paid for. I found your stock A No. 1 and in fine shape."
T. W. PRICE, Illinois.

"Stock was in excellent condition and everybody pleased."
CLINTON ROGERS, Indiana.

"The stock I bought of you is just as represented. It is the finest delivered here in years."
REV. J. G. BOURNE, Iowa.

"I was talking with a man yesterday who said he knew of you and knew you to be an all right firm, as he came from that part of the country and had a cousin that was running a large nursery about 60 miles north of you but there were none better than yours."
J. S. HASKELL, Kansas.

"Will say that the stock is very fine and I am well pleased with it as it is much nicer looking than my other stock bought from other nurseries. I will likely call on you people again."
J. H. RATLIFF, Kentucky.

"This is to state that we are perfectly satisfied with the trees and shrubs received from you. I am a little late in giving their record, but now that I see them vigorous, thriving and full of promise for the future it gives me pleasure to tell the truth about them."
ALBERT F. POULIN, Massachusetts.

"Customers were pleased with the stock. We have been selling nursery stock for ten years and your stock is the finest we ever handled."
LIPPINCOTT & PEERCE, Maryland.

"The stock came through in good shape. The best of any that came to this town this season or any time so far as I have seen. I think I can sell some nursery stock here for you. Every one seemed pleased with what they got."
W. C. FERGUSON, Minnesota.

"The stock came through fine and everybody is pleased."
W. H. WARREN, Montana.

"My father bought of your company in 1900 and everything lived and did well. Therefore I know the quality of your goods and I will be glad to sell for you."
HARRY E. SHEEKS, Nebraska.

"The stock delivered in Kansas City gave entire satisfaction. It was far ahead of Western nursery stock."
J. B. HUGG, Missouri.

"I visited Chester Springs last week and had an opportunity to look over the stock I sold when I worked for you before and it is the finest I ever saw and when I spoke to some of my old patrons they were never tiring in their praise of your stock."
B. M. Wise, New Jersey.

"I like your firm, 1st, because you are prompt with check; 2nd, because stock does well when other stock dies; 3rd, because you know how to treat a man."
J. O. ROWLAND, New York.

"I received the strawberry plants April 23. I am certainly pleased with them. They were in fine shape. I don't think I will lose a plant; also well pleased with the trees."
FRED G. BAUER, Ohio.

"One of our townsmen who has bought of us every season says, 'I want your stock at any price as it has good roots and am much pleased with it.'"
FRANCIS E. CLARK, Oregon.

"I have nothing but words of praise for your Company. You have always been O. K. with me. Your goods are O. K. and I will do all I can for you. I can furnish you any amount of testimonials as to quality of your stock."
JOHN DUNFEE, Pennsylvania.

"Any time you need any reference as to the quality of your stock refer them to me, as I never received nursery stock in any better condition."
L. E. BOYCE, Sup't,
Odd Fellows' Home, Vermont.

"The stock has done extremely well considering the season. It has been a very dry season here and stock from other nurseries, half of it died, which goes to show that your stock is far the best."
J. A. McBRIDE, West Virginia.

"Nursery stock was received in excellent condition. We shall be pleased to reserve our future orders for your house and shall recommend you to our friends."
P. H. GOODYEAR, Wisconsin.

A Statement of Facts

Prof. L. H. Bailey of Cornell University, writing for the Cyclopedia of American Horticulture, says: "Western New York has long been the center of the nursery business of North America. The variety of stock grown is also significant. Rochester is the chief nursery center."

Buy quality. It counts for as much in nursery stock as in anything else. More depends upon it than is usually considered.

Buying a tree or plant is of far more importance than the purchase of a pair of shoes for instance. Shoes do not wear long in any event, and if they do not look or fit well another pair is readily procurable. A tree, however, is planted for a life-time, or longer, and whether it gives satisfaction or regret or proves an eyesore or an ornament depends greatly upon quality.

"Easy enough to take out an undesirable tree," you say, but then think of the six months or a year wasted, besides the first cost of it and the planting. How much better it does pay to get a good one right at the start.

Think of a tree or a plant as a lifetime companion, whether for better or worse, depending largely upon its record before reaching you. Strange, isn't it, that character and heredity should be such important factors in nursery stock as well as in humanity; but they are and big ones at that.

Will it pay to take a risk in such a case? What significance has a few cents compared with the almost positive assurance of complete satisfaction? After all, the satisfaction one receives largely constitutes the real enjoyment of living.

To give satisfaction in every detail is our aim. Twelve hundred acres are under careful cultivation, and every acre is in hardy fruit and ornamental trees, berry plants, shrubs, vines, evergreens and perennials of the best class and greatest variety; the new and rare as well as the old and popular varieties.

We are proud of our organization. The success of our business is largely due to it. It is but another example showing how the process of specializing gives us an advantage from every standpoint. We are enabled to grow better stock, to handle it to our customers' advantage,—which is our own, naturally,—to give valuable advice or suggestions to tree planters and those seeking horticultural information, and, in general, cater to a particular trade located in all parts of the United States.

The relation of intelligent tree-breeding to the future success or failure of the planter is seldom taken into consideration, although it is of vital importance. We are nurserymen in the strictest sense of the word; not merely dealers. Every plant we sell has an honest pedigree.

In our nurseries the future forest giant or lawn ornament peeps through the soil in the shape of a tiny seedling or cutting; the layer or the graft little shows in its immature state the vigorous, healthy and thrifty specimen it is destined to become or else be discarded. Our system of selection and rejection, both in plants and methods; our constant care and watchfulness; our willingness to spend, or rather invest, money to raise the quality of the stock we produce, are some of the important details which have helped us to make our record of success.

Our vigilance never relaxes. It is the details which really make the important things, so we do not overlook them because they appear in themselves to be but trifles. The period of care is not for a month or six, but two or three years. During all this time the stock must be frequently and systematically pruned and moved.

We believe in transplanting for it does so much to help the buyer to make a success of his planting. Should a tree stand too long in one place, as is too often the case, it does not have the proper proportion of roots when dug. By transplanting when necessary it is encouraged to grow an excellent root system. In addition it must be manured and sprayed when advisable. To the novice the value of all this attention is not apparent. A tree cannot always be judged by its appearance.

The care exercised in growing the stock does not end there, for without the proper watchfulness in digging, handling and shipping our efforts would count for but little, so we do not neglect these essential features.

We pack and ship the plants so well that we can satisfactorily serve a customer at fifty miles or three thousand. Results prove that distance is no barrier to our ability to deliver stock in excellent condition to remote portions of this globe.